

## Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 208064

15

ORIGIN COME-00

INFO OCT-01 NEA-14 ISO-00 EB-11 RSC-01 /027 R

66617

DRAFTED BY: COM/CAGNE/GBECK:DSTOW

APPROVED BY: EB/OCA/REP:GPWILSON

BIC:CAGNE:PBHALE

----- 099459

R 202057Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

LIMITED OFFICIAL USE STATE 208064

E.O. 11652: N/A

TAGS: BMEP, BEXP KU

SUBJECT: MAJOR EXPORT: GOK INTEREST IN PURCHASING CEMENT

REF: A) KUWAIT 3665; B) STATE 196173; C) KUWAIT 3830, 3953

1. COMMERCE DISCUSSED SUBJECT PROJECT WITH MAJOR U.S. CEMENT PRODUCERS AND WE LIST THOSE WHO WOULD BE GLAD TO HEAR FROM MADOO TO DISCUSS FURTHER DETAILS.

2. MR. ALBERT L. BANDISH, BUSINESS DEV MGR, ATLANTIC CEMENT COMPANY, INC., 25 CRESCENT STREET, P.O. BOX 30, STAMFORD, CONNECTICUT 06906; TELEPHONE 203-327-3100. BANDISH STATES CURRENT PRICE OF CEMENT IS APPROXIMATELY \$59 PER MT, FOB VESSEL E. COAST PORT IN BAGS. MAXIMUM QUANTITY AVAILABLE FROM ATLANTIC IN BAGS IS ABOUT 240,000 TONS IN ONE YEAR. BANDISH ESTIMATED THAT SHIPPING CHARGES COULD INCREASE THE COST OF THE CEMENT DELIVERED IN KUWAIT TO \$120 PER MT.

3. CALVIN COYLE, IDEAL CEMENT COMPANY, 821 SEVENTEENTH STREET, DENVER, COLORADO, 80202; TELEPHONE, 303-222-5661.D A PRICE IS QUOTED OF ABOUT \$62 PER MT IN BAGS DELIVERED AT THE DOCK IN SEATTLE. IDEAL'S CAPACITY IS LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 208064

ABOUT 60,000 METRIC TONS OF BAGGED CEMENT PER YEAR.D

4. WE ASSUME KUWAIT DOCKS NOT EQUIPPED TO HANDLE BULK CEMENT DELIVERIES, A PROCEDURE WHICH WOULD YIELD SUBSTANTIAL SAVINGS.

5. IF CEMENT CAN BE HANDLED IN BULK, MADOO CAN ALSO CONTACT MR. H.F. STEPANEK, SR., VICE PRESIDENT, THE FLINTKOTE COMPANY, 400 WESTCHESTER AVENUE, WHITE PLAINS, NEW YORK 10604. FLINTKOTE WOULD HAVE TO COMBINE WITH OTHER FIRMS TO MEET TOTAL KUWAITI REQUIREMENT, AND QUOTES A PRICE OF APPROXIMATELY \$41 PER MT, FOB VESSEL, E. COAST PORT, IN BULK.

6. KUWAIT CEMENT OPPORTUNITY DISCUSSED WITH "TEX" HILGARTEN, EAST-WEST LTD., A FIRM OF U.S. BUSINESSMEN WITH LENGTHY ARAB EXPERIENCE, WHICH IS DEDICATED TO BRINGING U.S. EQUITY INVESTMENTS TO ARAB COUNTRIES, PARTICULARLY SAUDI ARABIA. COMPANY HAS WRITTEN MADOO EXPLAINING ROLE WHICH IT COULD ASSUME AS AGENT FOR KUWAITI GOVERNMENT IN PROCURING CEMENT ABROAD. HILGARTEN AND EAST-WEST GROUP WELL AND FAVORABLY KNOWN TO SEVERAL LEADING KUWAITI ENTREPRENEURS. AFTER EXTENSIVE CONVERSATIONS WITH HILGARTEN, WE ARE CONVINCED THAT THE COMPANY HAS GAINED VERY SOUND APPRECIATION OF OBSTACLES TO PROCURING CEMENT FOR ARAB COUNTRIES AND COULD PLAY USEFUL FUNCTION IN ASSISTING THE GOK. KISSINGER

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 SEP 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** cunninfx  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974STATE208064  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM/CAGNE/GBECK:DSTOW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740266-0204  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740926/aaaaavzr.tel  
**Line Count:** 87  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** A) KUWAIT 3665; B) STATE 196173; C), KUWAIT 3830, 3953  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** cunninfx  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 17 JUL 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <17 JUL 2002 by kelleyw0>; APPROVED <11 MAR 2003 by cunninfx>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR EXPORT: GOK INTEREST IN PURCHASING CEMENT  
**TAGS:** BTIO, BEXP, KU  
**To:** KUWAIT  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005